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Results of Operations

for December 2026, 2nd Quarter

EM SYSTEMS CO.,LTD.

August 10, 2026
TSE Prime :4820

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Topics

FY2026. Q2 Topics

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Business Performance Overview (Interim Period)

Demand related to welfare administration has run its course

Year-on-year results declined due to a reactionary drop following the completion of demand for the introduction of online qualification check and electronic prescriptions, as well as the prioritization of a shift in sales strategy to expand the future revenue base.

Meanwhile, since May, the Company has been establishing a company-wide cross-functional specialized activity framework in the pharmacy segment (P.17), resulting in progress in securing orders for the introduction and installation of welfare administration-related optional software and other products. Although net sales increased only slightly, profits at all levels significantly exceeded the revised plan announced on May 14.

Improving ARPU in the Pharmacy segment

Progress in the rollout of the "Medication History Generation AI Support Option"

Pharmacy ARPU in Q2 increased 3.6% year on year, driven by progress in sales of the "Medication History Generation AI Support Option," which was fully launched in FY2026. Steady progress is being made toward achieving the target set forth in the Medium-Term Management Plan (an increase of more than 10%).

Full-Year Forecast

No change at this time, but continue to scrutinize

As uncertainty remains regarding future trends in welfare administration-related demand, the full-year consolidated earnings forecast remains unchanged at this time, and the Company will continue its careful review. Should changes to the earnings forecast or the Company's growth scenario become necessary, the Company plans to promptly disclose them.

Dividend Policy (Shareholder Returns)

Maintain the policy of a 100% dividend payout ratio

The interim dividend will be maintained at ¥5 per share, as announced. There is no change to the policy of a 100% dividend payout ratio set forth in the New Medium-Term Management Plan, and the Company plans to appropriately reflect this in its full-year results.

Reference:Medium-Term Management Plan FY2025–FY2027 (announced in November 2024)

Image of Medium- to Long-Term Performance Related to Welfare Administration

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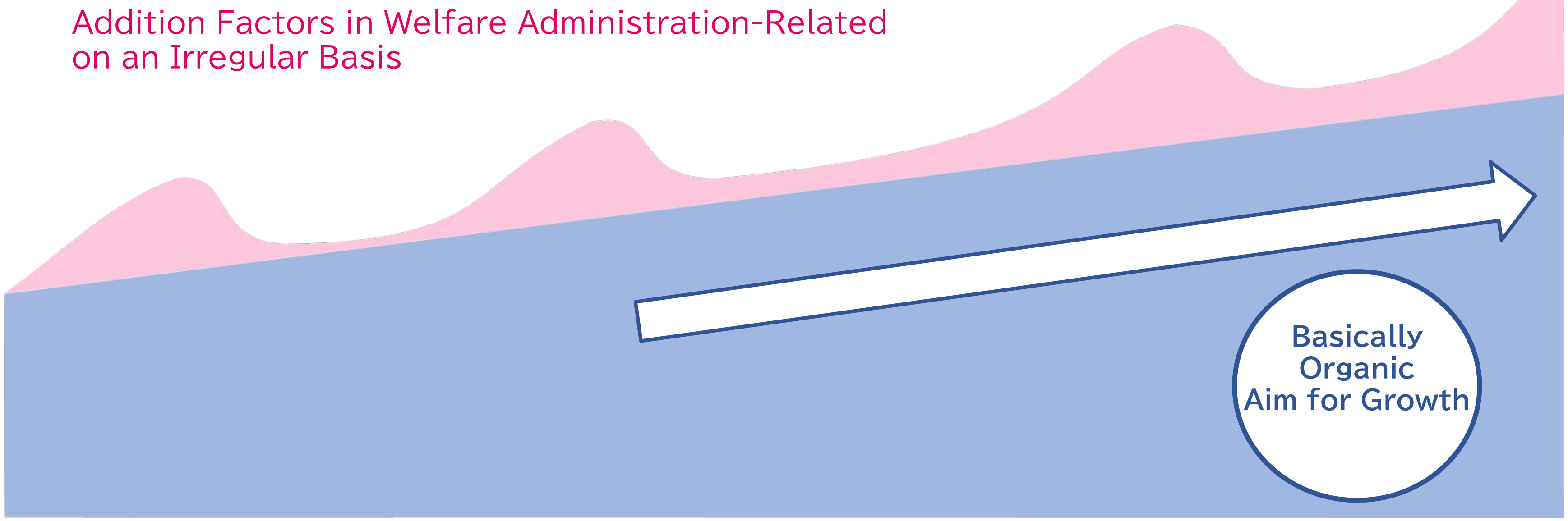
Contribution to sales and profit to be largely completed by 2025, and focus on re-strengthening of organic growth strategy.

Our Image of Results, Including Those Relating to Welfare Administration



Overview of Business Results

FY2026.Q2

Business Highlights

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FY2026. Q2 Consolidated Financial Results

Units:millions of yen

	FY2025 Q2 Result	FY2026 Q2 Revised Plan (As of May 14)	FY2026 Q2 Result	YoY (%)	Compared to Revised Plan
Net Sales	12,149	10,273	10,434	△14.1%	1.6%
EBITDA	2,836	-	1,371	△51.6%	-
Operating Profits	2,080	447	922	△55.7%	106.2%
Ordinary Profits	2,400	791	1,279	△46.7%	61.6%
Net Income	1,603	344	663	△58.6%	92.6%

FY2026. Q2 Topics

Net Sales: Although demand related to welfare administration was concentrated in the same period of the previous fiscal year, resulting in a rebound decline, demand recovered due to the establishment of a company-wide cross-functional specialized activity structure from May onward. Performance exceeded the revised plan.

EBITDA and Operating Profits: Although profits declined significantly due to the reactionary effect of demand concentration in the same period of the previous fiscal year, successful demand acquisition through the specialist structure enabled a recovery to a level significantly exceeding the revised plan (announced on May 14).

Net Income: Operating profit significantly exceeded the revised plan as it recovered. The full-year forecast continues to be carefully assessed, particularly with respect to the outlook for welfare administration-related activities.

＊EBITDA is calculated by adding back depreciation and other one-time expenses to operating profit.

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Results by Segment

FY2026.Q2

Overview of Net Sales and Operating Income by Segment

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Both the Pharmacy and Clinic segments saw year-on-year declines in revenue and profit due to the completion of welfare administration-related demand, strategic shifts, and other factors.
The Long-Term Care/Welfare segment posted a significant increase in sales and a narrower loss, supported by an earlier review of the pricing structure and consolidation.

	IT Systems for Pharmacies	IT Systems for Clinics	IT Systems for Long-Term Care/Welfare
Sales	Initial sales decreased due to the waning of demand related to welfare administration (Online Qualification Check: decrease of ¥368 million; electronic prescriptions: decrease of ¥645 million), as well as the temporary impact of curbing the promotion of replacements with the Company's own systems following a shift in sales strategy toward acquiring new customers and selling value-added products (initial systems: decrease of ¥602 million). Although recurring income were affected by a decline in the number of customers and maintenance sales, system usage fee increased due to the expansion of AI options for generating medication histories and growth in higher-priced products.	Initial sales decreased due to factors including the waning of demand for electronic prescriptions (decrease of ¥125 million) and the temporary impact of curbing the promotion of replacements with the Company's own systems following a strategic shift to prioritize acquiring new customers for initial systems (decrease of ¥108 million). System usage fee increased due to steady progress in replacing competitors' systems.	Although maintenance revenue declined due to the transition to "MAPs for NURSING CARE," system usage fee increased steadily as revisions to the pricing structure commensurate with the added value of services proved successful. Increased significantly, partly due to the consolidation of Conduct Co., Ltd.
Operating Profits	Decreased significantly year on year, largely due to a reactionary decline following concentrated demand in the same period of the previous fiscal year.	Recorded an operating loss, largely due to the waning of demand for electronic prescriptions (a reactionary decline from the same period of the previous year).	Operating loss improved slightly due to progress in securing projects from chain corporations and other factors.

*Recurring revenue is the total of billing, supply, and maintenance.

Sales and Operating Profit by Segment

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Net Sales

Units:millions of yen

	FY2025 Q2	FY2026 Q2	YoY change	YoY % change
Pharmacies	9,885	8,339	△1,546	△15.6%
Clinics	1,497	1,225	△272	△18.2%
Long-Term Care/Welfare	262	411	148	56.6%
Other	571	538	△33	△5.8%

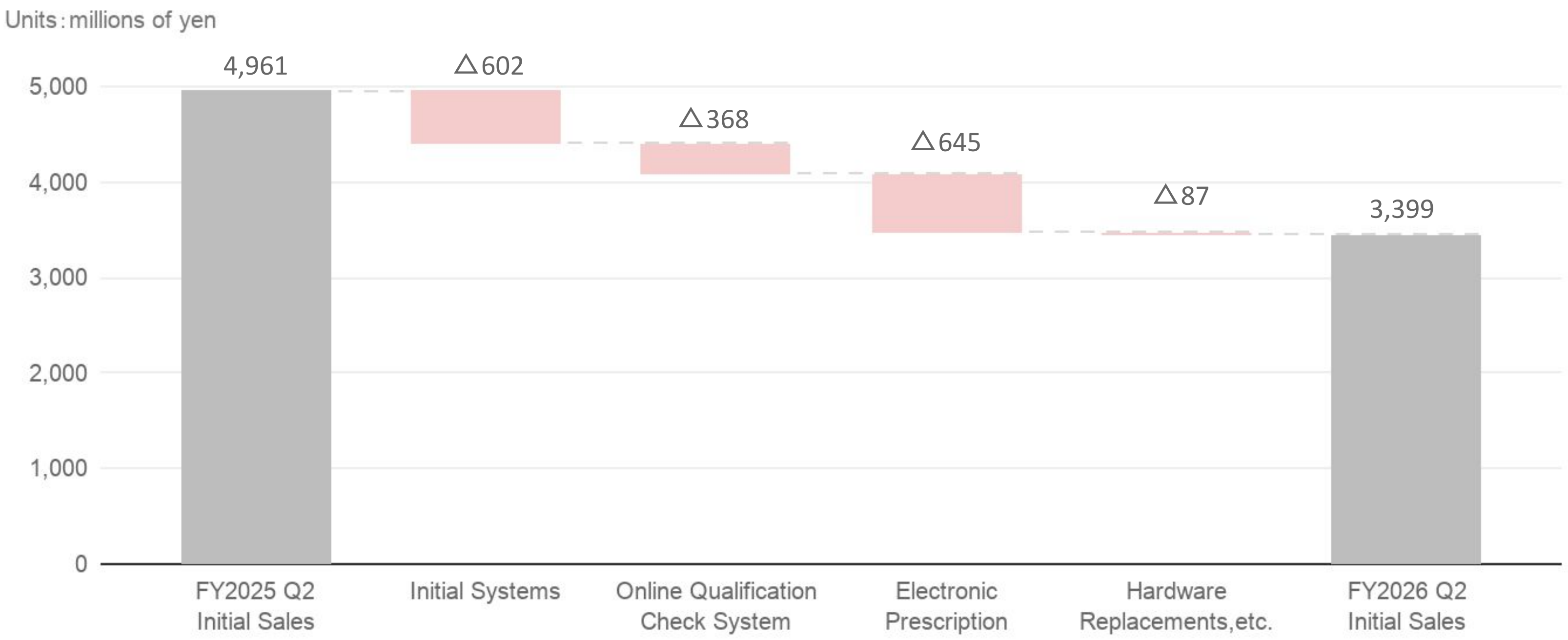
Operating Income

Units:millions of yen

	FY2025 Q2	FY2026 Q2	YoY change	YoY % change
Pharmacies	2,124	1,276	△848	△39.9%
Clinics	80	△254	△334	-
Long-Term Care/Welfare	△169	△130	38	-
Other	23	11	△11	△51.1%

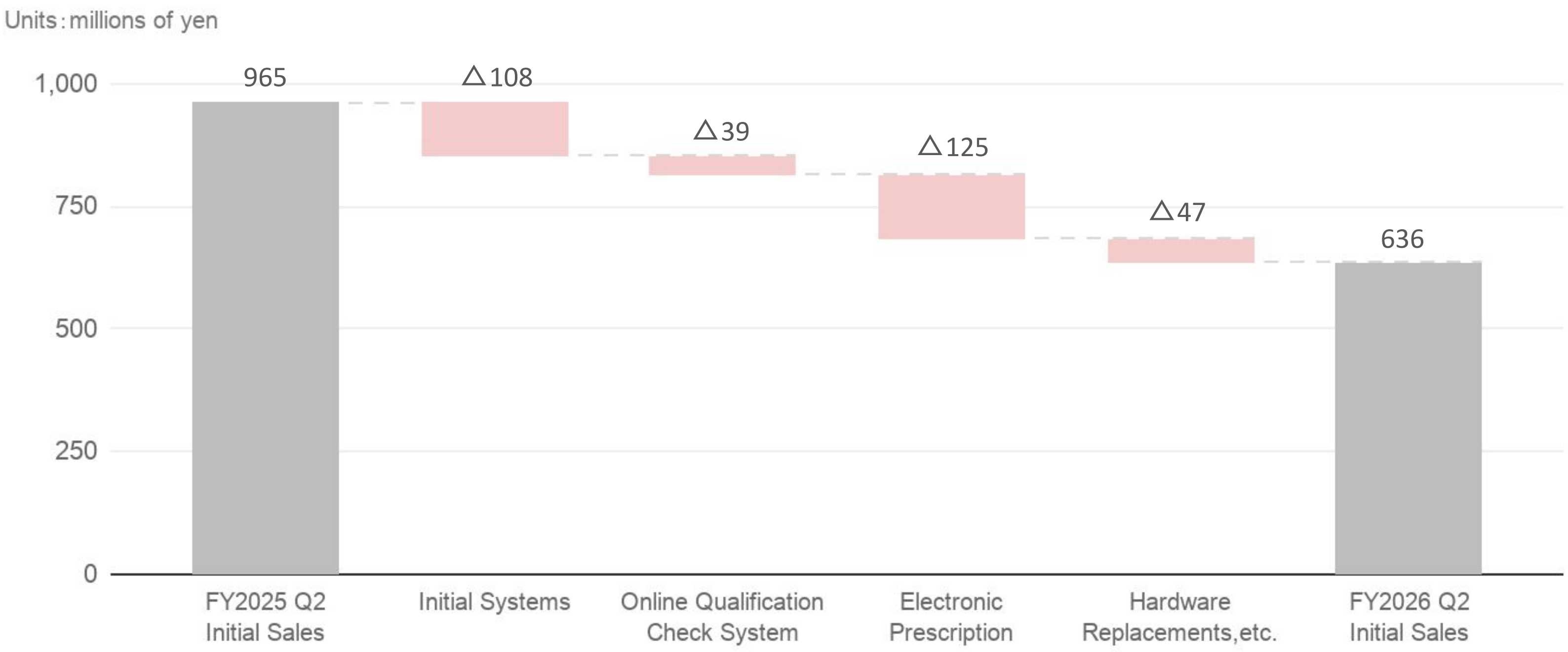
＊Net sales and operating profit or operating loss by segment are amounts before elimination of intersegment transactions.

Increase/Decrease in Initial Sales



＊Categories of increases/decreases are the amounts before applying the revenue recognition standard and before taking into account changes in consolidated subsidiaries.

Increase/Decrease in Initial Sales



＊Categories of increases/decreases are amounts before considering increase/decrease of consolidated subsidiaries.

Status of KPIs

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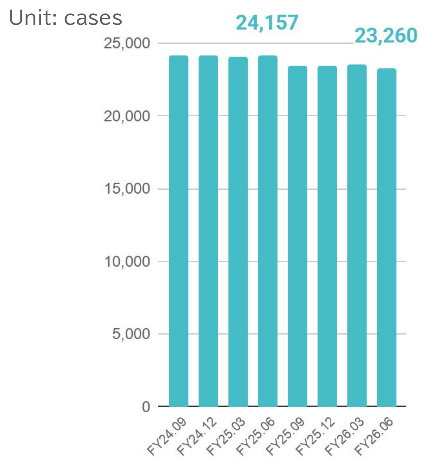
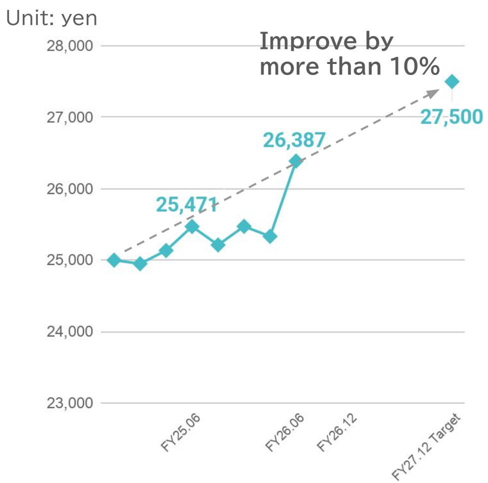
Despite a decrease in the number of customers, ARPU for pharmacy increased, driven by the expansion of contracts for the AI option for generating medication histories and strong sales of high-priced products (See p. 18)
The number of clinic customers has maintained a steady upward trend through replacements of competitors' products, even as demand related to welfare administration has run its course.

IT Systems for Pharmacies

Number of customers*1



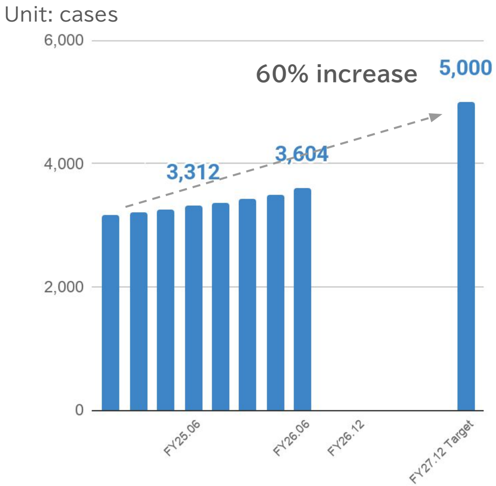
ARPU*2



•Enhanced sales of management functions (prescription sharing, BI tools, POS cash registers, etc.).
•Revision of product prices in consideration of improving product added value, rising prices, and other factors.
•Review of duplicate products and maintenance systems due to M&As and past initiatives.

IT Systems for Clinics

Number of customers*1



•Expand sales channels such as OEM supply and agency development.
•Accelerate provision of systems that meet market needs such as online medical care, reservations, and medical inquiries.
•Consider diverse options such as M&As and alliances.

*1 Number of consolidated customers
*2 ARPU(Average Revenue Per User) is calculated by [Individual (monthly billing sales + monthly maintenance sales)/Number of customers in the target period]

Our Initiatives

Market Environment / Company Initiatives

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Market Environment

In line with the 2040 problem (the declining working-age population and peaking of the elderly population), there is an urgent need to secure and improve the efficiency of human resources amid an increase in demand for medical care and long-term care/welfare.

Increased number of cyberattacks in the medical and long-term care/welfare fields, and continued enhancements to security measures through on-site inspections, etc.

Increase in the number of large-scale chain long-term care facilities due to the aging of society.
Establishment of Long-Term Care Information Infrastructure to consolidate information related to long-term care and reduce the burden on the field of long-term care and medical care.

Formulation of electronic medical record standard specifications by the government and announcement of the framework of the certification system.
Continue to monitor the status of consideration for the formulation of the dissemination plan in the summer of 2026.

Initiatives

Development of unique solutions that leverage the characteristics of our business as an all-in-one services provider for pharmacies, clinics, and long-term care/welfare.
Enhanced content and provision of online seminars/webinars for medical practitioners, etc. on EM-AVALON, an information website specializing in medical and long-term care/welfare fields.

Providing features such as "Prescription Sharing," "Prescription Reader," and "Medication History Generation AI Option" to address challenges such as labor shortages and improve operational efficiency
M&A of precal, Inc. to change over to a business model centered on services.

OEM provision of our infrastructure systems and applications to other companies.
Implementation of development and communication in conjunction with administrative trends (electronic medical chart information sharing service, etc.)

Clinics　Pharmacies　Long-Term Care/Welfare

Changes in the External Environment and the Company's Recognition

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Compensation revision and system trends

In revisions to medical fee schedules, the pharmacy business environment is facing headwinds, and although we are currently examining trends in subsidies, etc. in Welfare Administration-Related, we recognize that it is urgently necessary to shift to a revenue structure that does not rely on special demand and adds value to our own products and services.

Tightening of Healthcare DX requirements

Development and support costs are increasing in the short term due to the increasing level of system requirements in Welfare Administration, including public-cloud integration. Taking this opportunity, we will accelerate the transition to high-value-added next-generation products and initiate structural reforms that will lead to an increase in the number of customers and ARPU over the medium to long term.

Structural changes in the macro environment and ongoing inflation

In order to respond to soaring infrastructure-related costs and soaring prices due to inflation, we will drastically review the existing price system and promptly promote "comprehensive optimization of the price system" to optimize profitability.

Initiatives to Enhance Corporate Value

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Initiatives to Improve Profitability

▸ Comprehensive optimization of the pricing structure

In light of soaring costs and the tightening of various system requirements, we will promote a comprehensive review of our pricing system and shift to an appropriate structure commensurate with the value provided.

▸ Transforming the pharmacy sales structure into a "Specialized Business"

While continuing our activities to acquire new companies to expand our Pharmacy customer base, which is our earnings base, we have established a specialized activity system with cross-company members to improve ARPU and strengthen sales activities for our own customers (from May 2026). Clarify the role of sales and centralize individual activities.

▸ Re-examination and reduction of costs

Re-examined the company-wide cost structure. Started specific reduction actions to improve SG & A expenses and development efficiency.

Initiatives for the Future

▸ Promotion of Group-wide product development

Product development that pursues high added value and a lower cost ratio, assuming that each Group company will share products and respond to market needs.

▸ Expand business domains and functions through M&A

precal, Inc.:
Development for commercialization started (product release scheduled for December 2026)
Conduct Co., Ltd.:
Complement the product lineup in Long-Term Care/Welfare and expand the service base. Accelerate organizational PMI.

▸ Create synergies by integrating Group sales functions

Transitioned to a joint sales structure with Good Cycle System. Eliminated overlapping efforts within the Group to streamline the support structure, while promoting greater customer convenience and maximizing sales efficiency.

Value creation and business transformation through AI utilization (Pharmacies)

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Progress in introducing the "Medication History Generation AI Support Option" has reduced administrative burdens at worksites and enabled a shift to patient-facing work. Adoption has accelerated as "immediate implementation" and "significant operational efficiency improvements" have been confirmed at customer sites, including major pharmacy chains.
Steady progress toward the medium-term management plan target (an improvement of just over 10%) by boosting pharmacy ARPU (up 3.6% year on year) through the provision of added value

AI Implementation in Products: Collaboration with Pharmacists

1 Voice separation and transcription

High-precision identification and recording of conversations between patients and pharmacists. Eliminate the hassle of note-taking and support greater focus on face-to-face patient care.

2 AI SOAP*1 automatic generation

Generative AI instantly compiles medication history proposals from conversations. Dramatically reduces administrative work time and accelerates the shift from task-oriented to patient-centered duties.

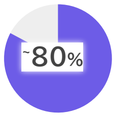
3 Medication guidance hint mode

Scheduled for Implementation in 2026

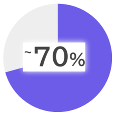
AI proposes guidance points based on patient background and prescriptions. We are establishing a next-generation guidance style that shifts the workflow from "researching and thinking" to "reviewing AI recommendations."

Demonstration results of the benefits of introducing the "Medication History Generation AI Support Option"

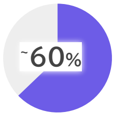
A survey of pharmacies that have implemented the system confirmed its significant benefits.
* Percentage of responses from the survey of pharmacies that have implemented the system



[Speed of Adoption at Sites]
Adopted within 3 days



[Utilization Rate]
Utilization rate of 70% or higher



[Workload Reduction Benefits]
Time spent documenting medication histories Reduced by 30% or more

[Qualitative Benefits and Feedback from Sites (Excerpts)]

- Improved and standardized medication history quality, helping prevent omissions in counseling content
- Reduced psychological pressure from accumulating medication histories, allowing staff to focus on patient-facing work
- Simple to use and can be immediately integrated into on-site operations

AI handles administrative tasks, creating an environment where staff can focus on patient interactions. Successful case studies and demonstrated benefits at pharmacy chains and other customer sites will also accelerate expansion to other customers.

*1 S: Subjective information, O: Objective information, A: Assessment, P: Plan

Value Creation through AI Utilization and Operational Reform (Clinics)

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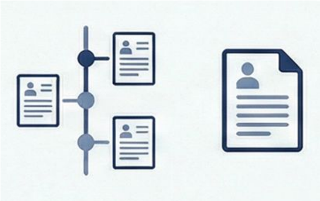
Operational and Input Support (realization of efficiency improvement)



Automatic summary of patient history

Quickly ascertaining the condition of patients before examining them, based on past medical records and test results.

Automation of document creation and posting

Automatic extraction and creation of information required for creation of medical information provision sheets from existing data.

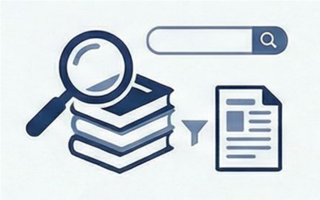
Medical record formatting using voice input

The recording data will be translated into texts, and the data will be automatically arranged in the appropriate medical record format.

Medical and Management Support (improvement of decision-making)

Proposal of medical practice based on data

Presentation of optimal choices and benchmarks based on data from in-house and other clinics.



Support for inquiries from a vast amount of literature

Instantly extracting the necessary information from papers and websites under any given conditions.

Scheduled for incorporation in MAPs for CLINIC in fiscal 2026, realizing a future medical style

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Earnings Forecast
FY2026.12

FY2026.12 Forecast (Consolidated)

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In the interim period, the establishment of a specialized activity framework in the dispensing segment, staffed by selected members from across the Company, accelerated the acquisition of orders for the introduction and installation of welfare administration-related options and other offerings, with profits exceeding the revised forecast announced on May 14.

Meanwhile, the Company recognizes that the business environment remains uncertain with respect to trends in demand related to welfare administration from the second half onward. Therefore, the full-year earnings forecast remains unchanged at this time, and the Company will continue its careful review. The Company will disclose any impact on its earnings outlook or growth scenario for the current fiscal year.

Units:millions of yen

	FY2025.12 Actuals	FY2026.12 Forecast
Net Sales	**23,658**	**22,762**
Pharmacies	19,236	18,658
Clinics	2,879	2,403
Long-term care/welfare	566	752
Others	1,119	1,125
Adjustment	△ 142	△178
Operating Profits	**3,676**	**3,316**
Pharmacies	3,967	3,553
Clinics	32	△196
Long-term care/welfare	△ 378	△94
Others	28	25
Adjustment	27	29
Ordinary profits	**4,313**	**3,939**
Net income	**2,452**	**2,193**

Shareholder Returns

Trends in Shareholder Returns

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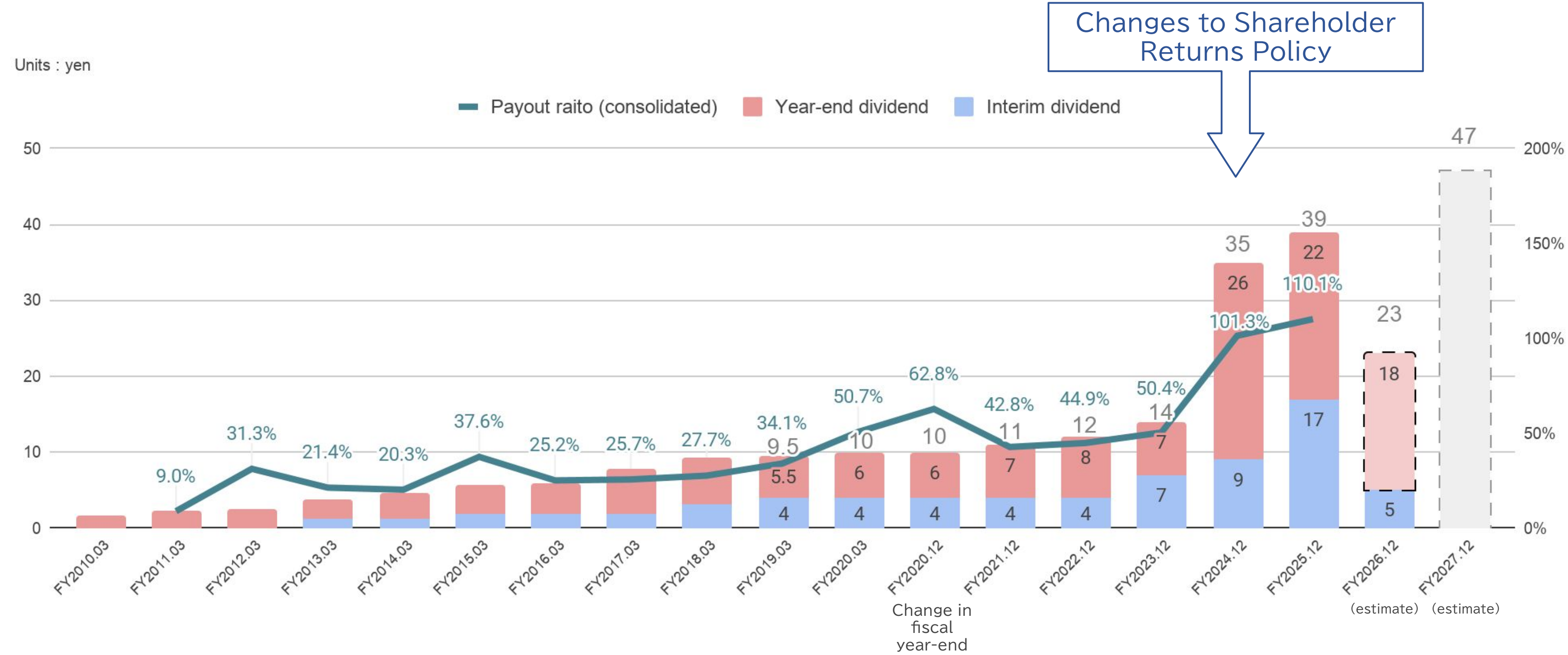
As full-year performance is currently under review, the interim and year-end dividends remain unchanged from those announced on May 14. We plan to reflect our shareholder return policy (dividend payout ratio of 100%) in the full-year results, taking into account full-year performance trends.



*1 We conducted stock splits on April 1st, 2016 and March 1st, 2018 and January 1st, 2020 at a ratio of two shares per one ordinary share.
The above figures are based on the assumption that the respective stock splits were conducted at the beginning of the fiscal year.
*2 The consolidated dividend payout ratio for FY2026.12 (forecast) is omitted as the Company is currently examining the full-year earnings forecast.

Purchase and cancellation of treasury shares

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We have been acquiring treasury stock as a strategic means of improving capital efficiency and enhancing shareholder returns. We will continue to consider shareholder returns, including acquisition of treasury stock, in order to continuously increase the corporate value of each share.

Acquisition Period	Total Acquisition Value	Percentage*2 of Total Shares Issued*1
November 10, 2010 ～	57 million yen	1.14%
February 09, 2011 ～	69 million yen	1.18%
September 05, 2011 ～	79 million yen	1.26%
November 11, 2011 ～	77 million yen	1.08%
May 25, 2015 ～	99 million yen	0.49%
June 18, 2018 ～	500 million yen	1.19%
January 07, 2019 ～	500 million yen	1.18%
June 11, 2020 ～	500 million yen	0.78%
February 10, 2022 ～	500 million yen	0.80%
February 15, 2024 ～	1 billion yen	2.31%

*1 Excluding treasury stock
*2 Rounded to the third decimal place

Cancellation of treasury shares

Total number of shares cancelled: 4,000,000 shares

(5.37% of the total number of shares issued before cancellation)

Cancellation date: December 16, 2024

Appendix.

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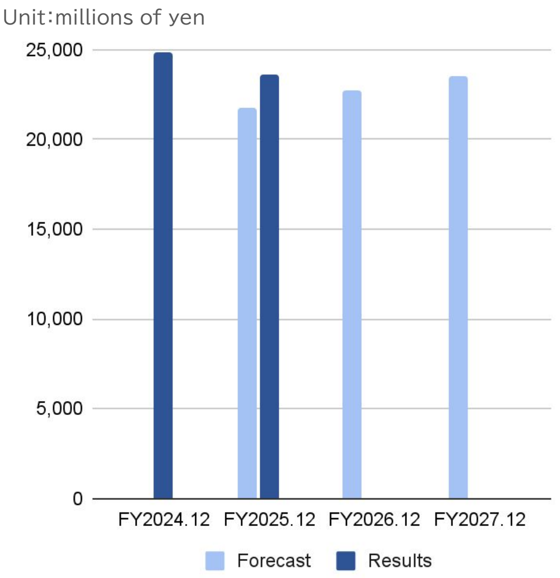
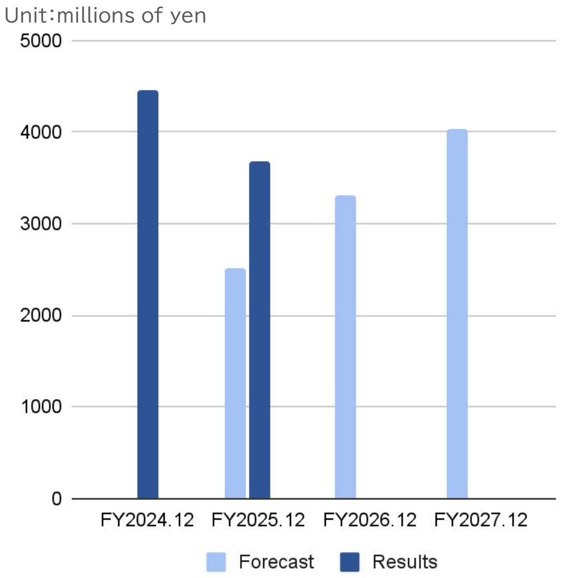
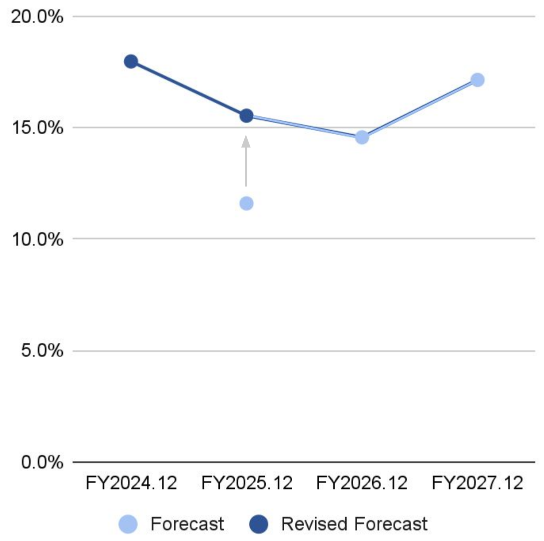
Net Sales



Operating Profit



Operating Profit Margin



Medium-term Management Plan for FY2025 to FY2027 - 2

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(Millions of yen)	FY2024.12 Results	FY2025.12 Results	FY2026.12 Forecast	FY2027.12 Forecast
Net Sales	**24,837**	**23,658**	**22,762**	**23,511**
Year-on-Year Growth Rate	**22.0%**	**△4.7%**	**△3.8%**	**3.3%**
IT Systems for Pharmacies	20,699	19,236	18,658	19,074
IT Systems for Clinics	2,564	2,879	2,403	2,656
IT Systems for Long-Term Care / Welfare	570	566	752	833
Other	1,174	1,119	1,125	1,125
Adjustments	△171	△142	△178	△178
EBITDA	**6,606**	**4,806**	**4,361**	**5,023**
Operating Profits	**4,464**	**3,676**	**3,316**	**4,031**
Operating Profit Margin	**18.0%**	**15.5%**	**14.6%**	**17.1%**
Year-on-Year Growth Rate	**91.6%**	**△17.6%**	**△9.8%**	**21.5%**
IT Systems for Pharmacies	5,255	3,967	3,553	3,944
IT Systems for Clinics	△423	32	△196	8
IT Systems for Long-Term Care / Welfare	△450	△378	△94	26
Other	60	28	25	23
Adjustments	22	27	29	29
Ordinary Profits	**5,184**	**4,313**	**3,939**	**4,634**
Net Income	**2,425**	**2,452**	**2,193**	**3,064**
Dividends Per Share	**35**	**39**	**32**	**47**

* Figures for the fiscal year ending December 2026 reflect the initial plan announced on February 13, 2026.

Medium-term Management Plan for FY2025 to FY2027 - 3

ROE Target*1

FY2024.12	FY2025.12	At the end of the mid-term management plan period ROE Target
12.9%	13.0%	17%

Shareholder Return Policy

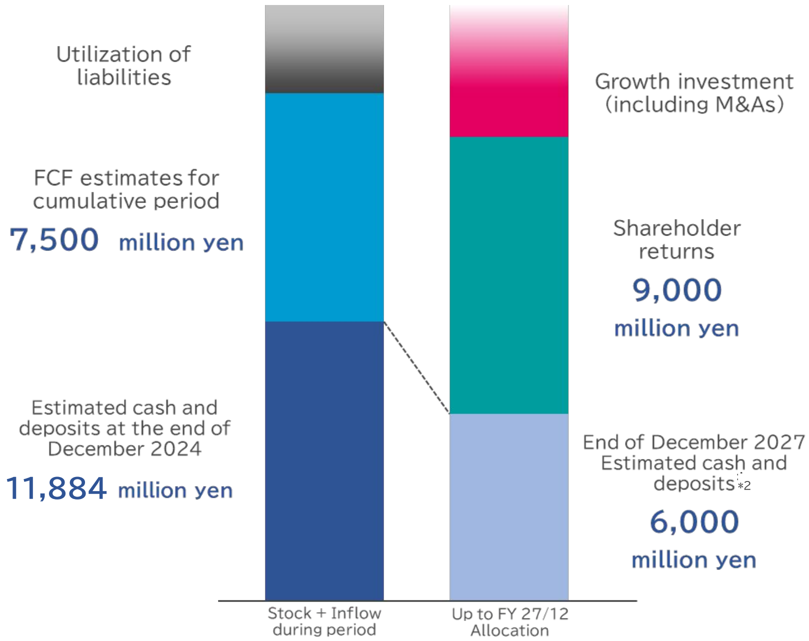
Dividend payout ratio during the mid-term management period

100%

Review of Directors' Compensation System

In order to further promote the sharing of value with shareholders and investors, the Company has introduced a new performance-linked stock compensation plan, in addition to the existing restricted stock plan, with the achievement of the medium-term management plan targets as the KPI.

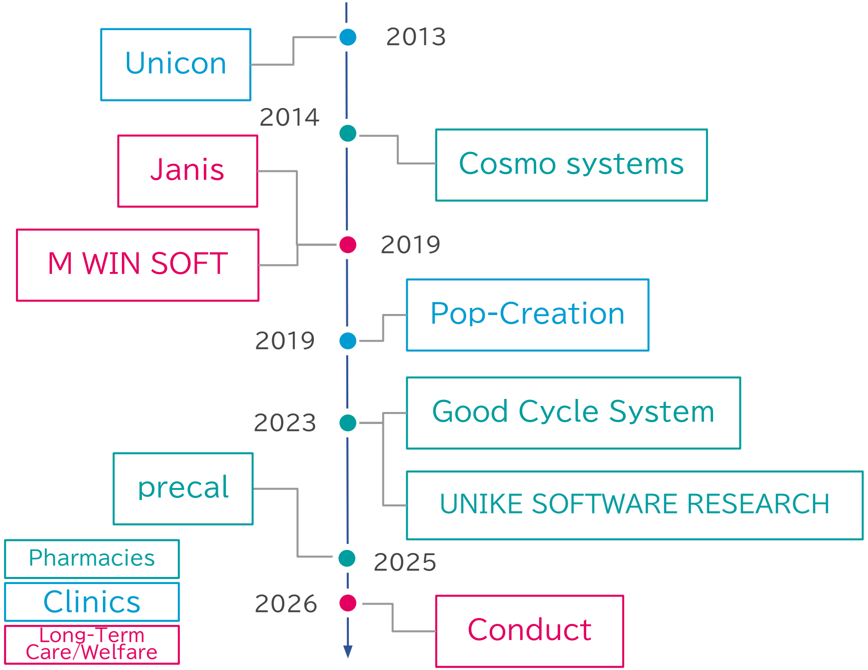
Capital Allocation



*1 ROE = Net income attributable to parent company shareholders ÷ (Equity at end of period - Total dividends paid at end of period)
*2 Exclusive of unpaid corporate taxes and dividends for the relevant fiscal year.

M&A Performance (Track Record and Effectiveness)

Since 2013, we have acquired nine companies with the aim of expanding our share of the dispensing market and acquiring customers that will serve as a foundation for entering new markets.
We intend to continue identifying market changes and responding flexibly in order to expand our customer base in the pharmacy, clinic, and long-term care/welfare fields, and to improve our product lineup and quality.



Pharmacies

Number of customers：8,000*
Contributions to higher retention and ARPU by enhancing services such as electronic drug history and entry agency services.

Clinics

Number of customers：1,700*
Conclusion of M&As that contribute to the expansion of our base, including the expansion of sales channels.

Long-Term Care/Welfare

Number of Licenses：14,500*
Acquisition of product development resources for expansion into the nursing care market and sales networks rooted in advanced expertise and regions.

*Cumulative number of M&A acquisitions

Balance Sheet Summary

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Unit: millions of yen

	FY2025.12	FY2026 Q2	Change	Percentage Change
Assets	27,506	26,776	△730	△2.7%
Current Assets	12,948	11,792	△1,155	△8.9%
Non-current Assets	14,558	14,983	425	2.9%
Property, plant and equipment	1,376	1,374	△1	△0.1%
Intangible assets	4,021	4,218	197	4.9%
Investments and Other Assets	9,160	9,390	229	2.5%
Liabilities	7,074	6,779	△294	△4.2%
Current Liabilities	5,769	5,252	△517	△9.0%
Non-current Liabilities	1,304	1,527	222	17.1%
Net Assets	20,432	19,996	△435	△2.1%
Shareholder's Equity	19,867	19,040	△826	△4.2%
Total Accumulated Other Comprehensive Income	467	860	393	84.1%
Stock Acquisition Rights	55	55	-	-
Non-controlling Interests	41	39	△2	△5.6%

Breakdown of Sales by Segment

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Unit : millions of yen

	FY2025 Q2 Results	FY2026 Q2 Results	YoY change	YoY % change
Net Sales	12,149	10,434	△1,715	△14.1%
IT Systems for Pharmacies	9,885	8,339	△1,546	△15.6%
Initial	4,961	3,399	△1,562	△31.5%
System Usage Fee	3,580	3,676	96	2.7%
Consumable Goods	1,035	1,020	△15	△1.5%
Maintenance Service	307	242	△65	△21.1%
IT Systems for Clinics	1,497	1,225	△272	△18.2%
Initial	965	636	△328	△34.0%
System Usage Fee	472	532	60	12.8%
Consumable Goods	28	25	△2	△10.4%
Maintenance Service	31	30	△1	△4.3%
IT Systems for Long-Term Care/Welfare	262	411	148	56.6%
Initial	43	95	52	118.7%
System Usage Fee	115	248	132	114.8%
Consumable Goods	-	-	-	-
Maintenance Service	103	66	△36	△35.1%
Other Businesses	571	538	△33	△5.8%
Adjustments	△68	△79	△11	-

＊ Net sales by segment are the amounts before elimination of intersegment transactions.

Quarterly Sales (Pharmacies)

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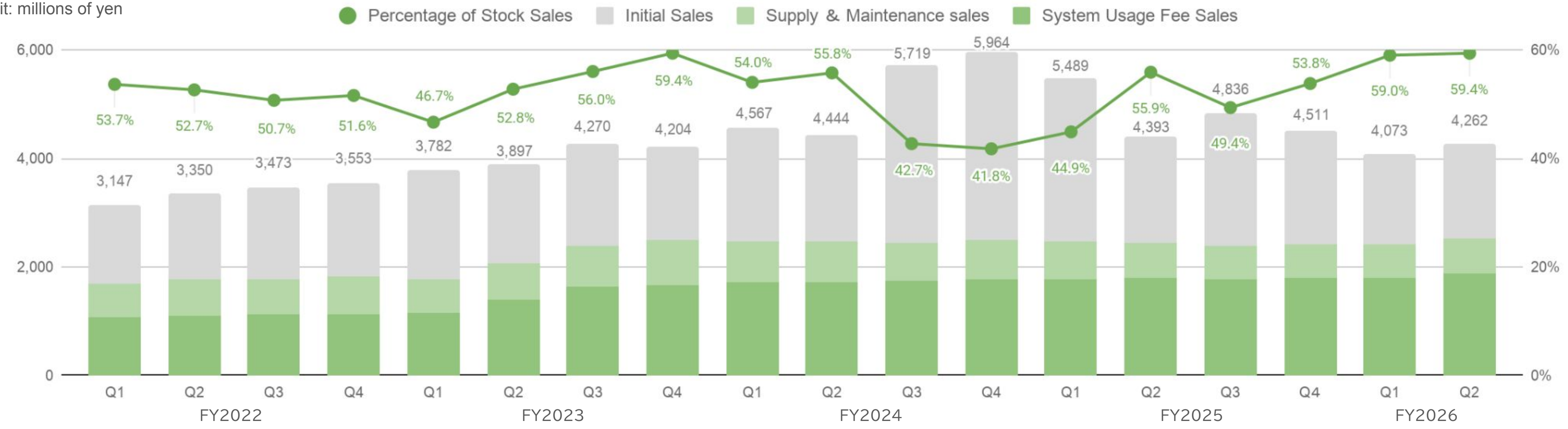
Unit: millions of yen



	FY2022				FY2023				FY2024				FY2025				FY2026	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Initial Sales	1,458	1,586	1,711	1,719	2,016	1,840	1,877	1,706	2,099	1,965	3,275	3,472	3,024	1,937	2,448	2,083	1,668	1,730
Supply & Maintenance Sales	621	664	640	704	617	654	769	835	754	756	703	710	686	656	617	636	599	663
System Usage Fee Sales	1,068	1,100	1,122	1,130	1,149	1,403	1,624	1,663	1,714	1,723	1,741	1,782	1,779	1,800	1,771	1,792	1,806	1,869

Quarterly Sales (Clinics)

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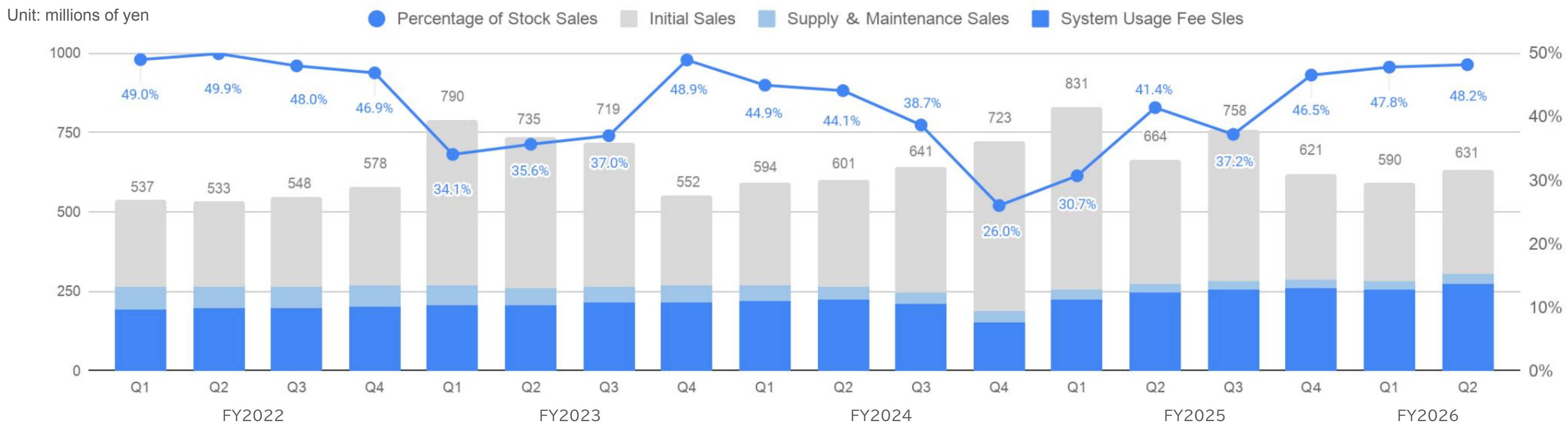

	FY2022				FY2023				FY2024				FY2025				FY2026	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Initial Sales	274	267	285	307	521	473	453	282	327	336	393	535	576	389	476	332	308	327
Supply & Maintenance Sales	72	69	65	68	64	56	53	55	48	42	39	36	32	27	26	27	26	29
System Usage Fee Sales	191	197	198	203	205	206	213	215	219	223	209	152	223	248	256	262	256	275

Quarterly Sales (Long-Term Care/Welfare)

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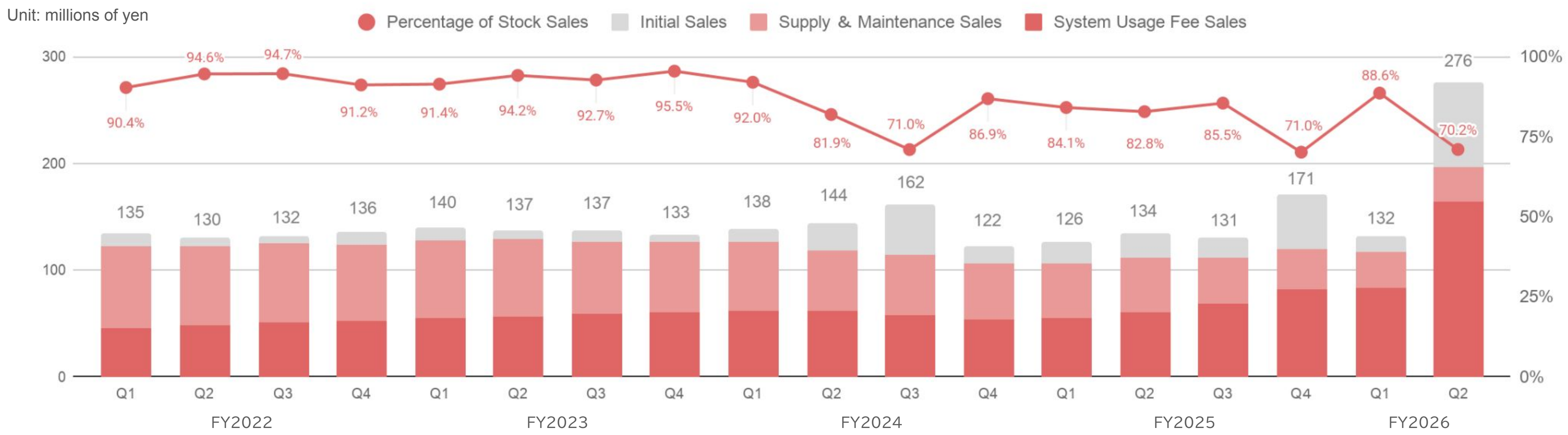

	FY2022				FY2023				FY2024				FY2025				FY2026	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Initial Sales	13	7	7	12	12	8	10	6	11	26	47	16	20	23	19	51	15	80
Supply & Maintenance Sales	76	75	74	72	73	72	68	67	65	56	57	52	51	51	44	38	34	32
System Usage Fee Sales	46	48	51	52	55	57	59	60	62	62	58	54	55	60	68	82	83	164

By Segment Recurring Income Business（Quarterly Sales）

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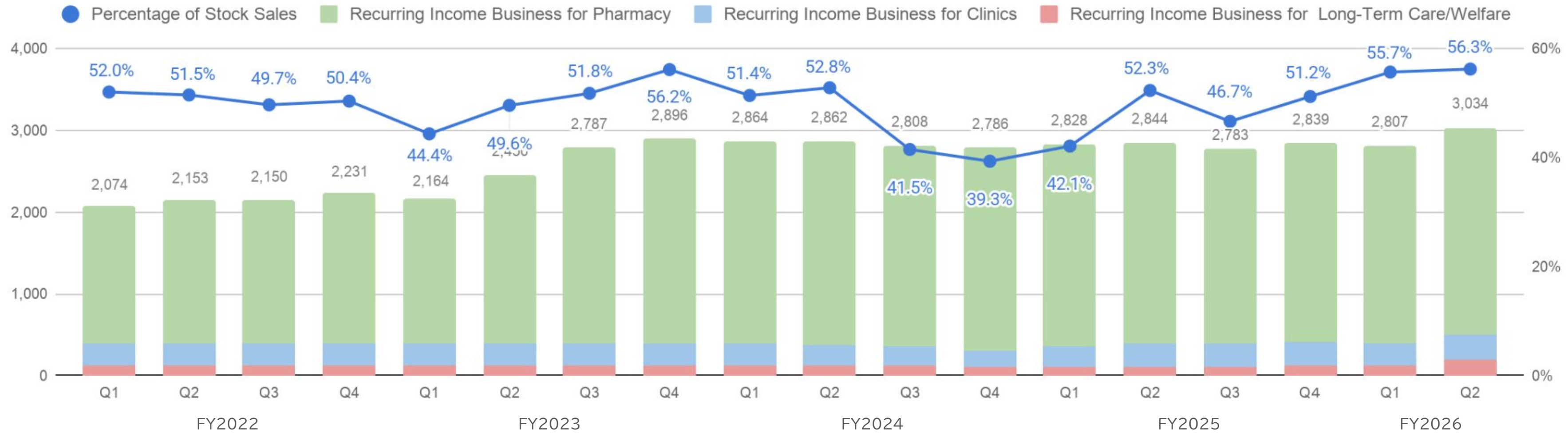
Unit: millions of yen



	FY2022				FY2023				FY2024				FY2025				FY2026	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Recurring Income Business for Pharmacy	1,689	1,764	1,762	1,835	1,766	2,057	2,394	2,499	2,469	2,479	2,444	2,492	2,466	2,457	2,389	2,429	2,406	2,533
Recurring Income Business for Clinics	263	266	263	271	270	263	266	270	268	265	248	188	255	276	282	289	283	304
Recurring Income Business for Long-Term Care/Welfare	122	123	125	125	128	130	127	127	127	118	116	106	107	111	112	121	118	197

Changes in Consolidate Results by Fiscal Year

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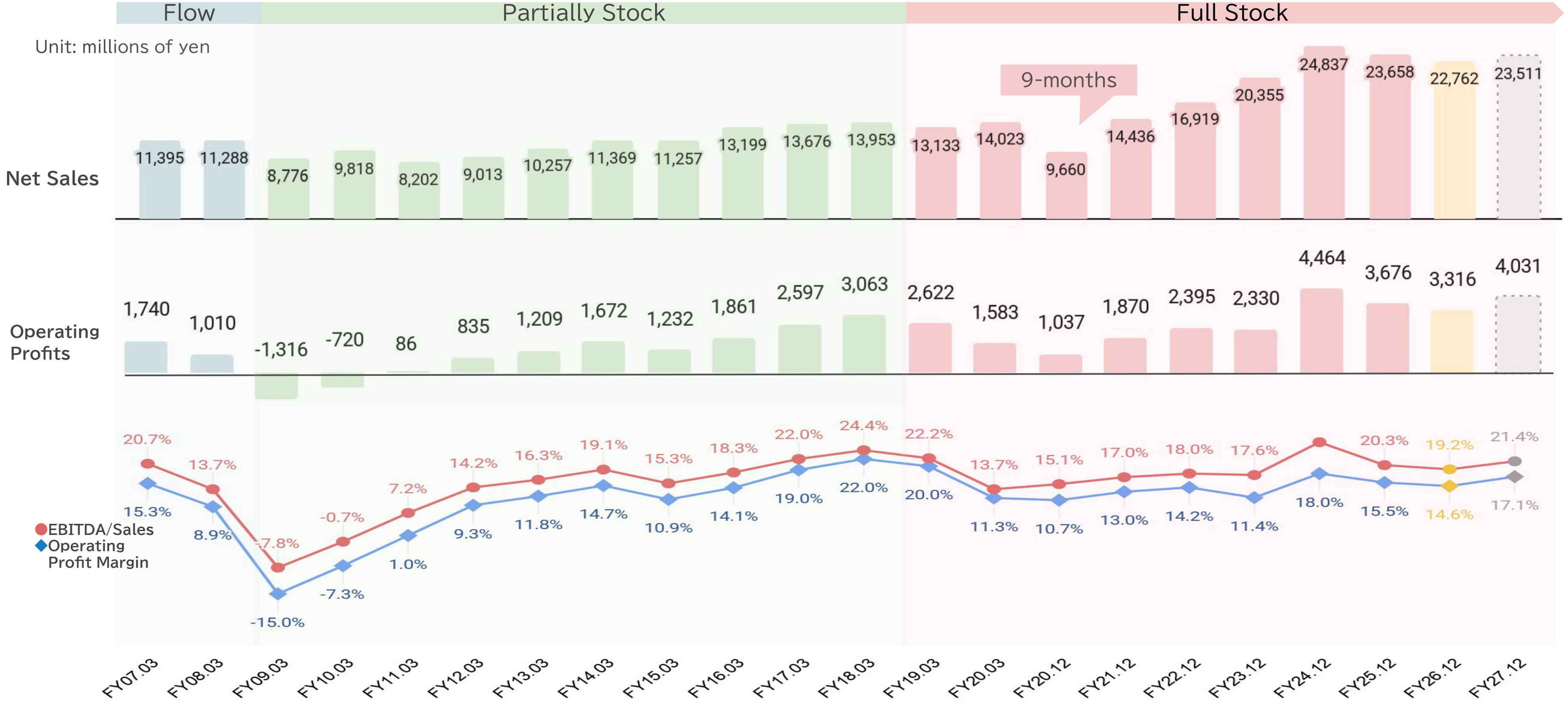

Our Share and Our Approach to Expanding Our Share

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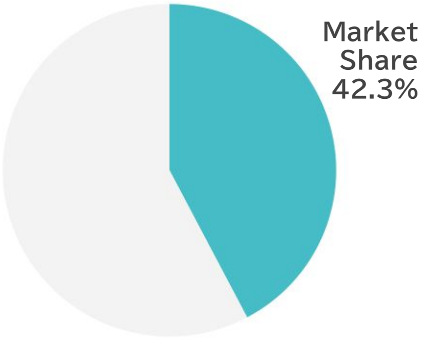
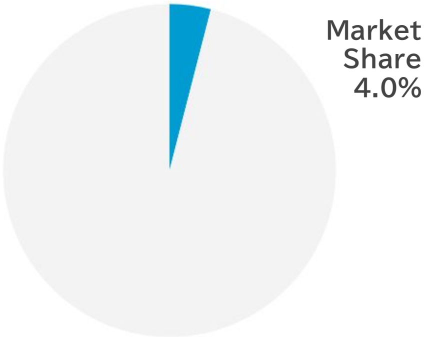
While each market continues to consolidate around the top manufacturers, there are still many mid-sized vendors with several thousand customers.
Vendors with 10,000 or fewer customers bear a heavy burden when developing systems in response to revisions.
Our intention is to increase our share of each market by continuing to actively pursue M&As.

IT Systems for Pharmacies



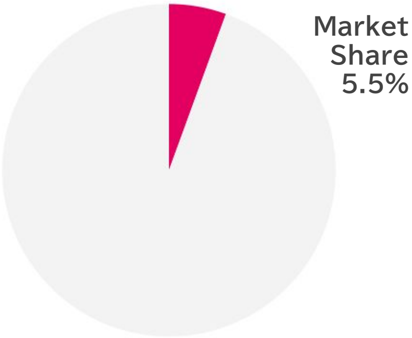
Our customers: 23,260 (down 256 QoQ)
Target population: 55,000

IT Systems for Clinics



Our customers: 3,604 (up 117 QoQ)
Target population: 90,000

IT Systems for Long-Term Care/Welfare



Our customers: 16,094 (down 213 QoQ)
Target population: 290,000

(As of June 30, 2026)

N.B.: The number of our customers is the number of customers of system products sold by us. The number of target customers for each product is set independently by us.

Trend in the Number of Our Customers

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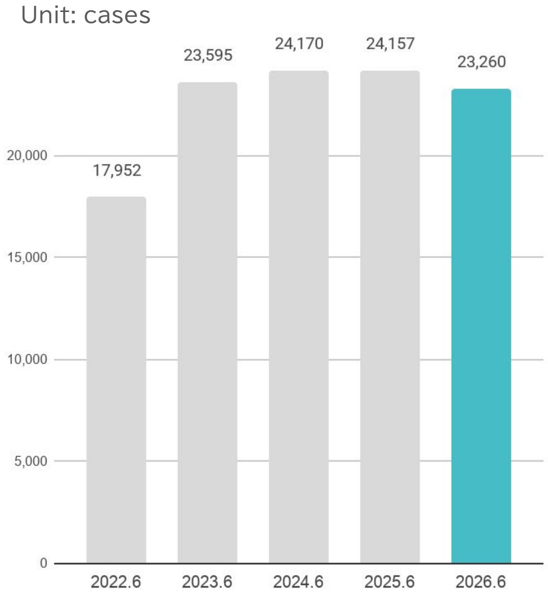
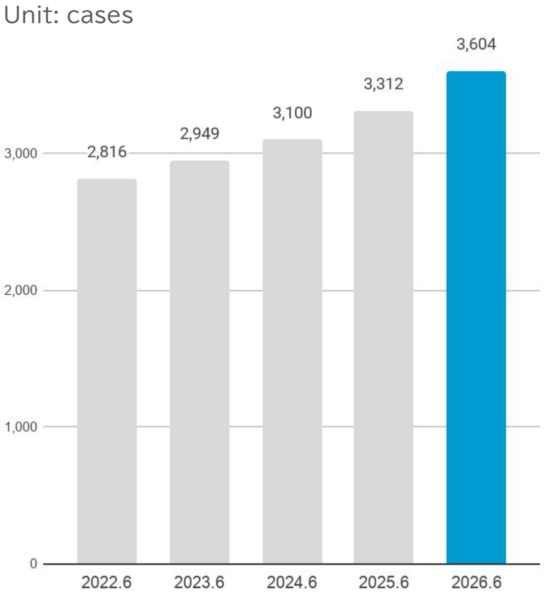
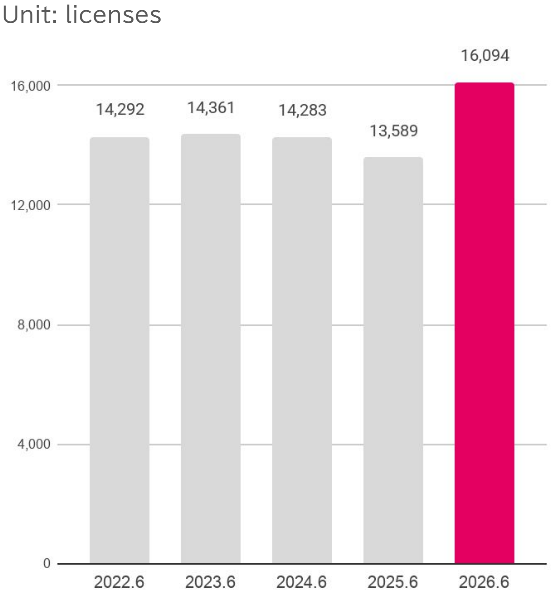
IT Systems for Pharmacies



IT Systems for Clinics



IT Systems for Long-Term Care/Welfare



MAPs Series (Shared Information System Foundation)

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MAPS シリーズ

Specialized Functions (Clinics & Pharmacies)

- Clinic Apps (Medical Records)
- Pharmacy Apps (Medication History, HQ Functions)

Common Functions (Clinics & Pharmacies)

- Medical Exam. Hearing/ Prescription Bags / Pharmaceutical Info. / Inventory

Specialized Functions (Nursing Care /Welfare)

- Nursing Care /Welfare Apps

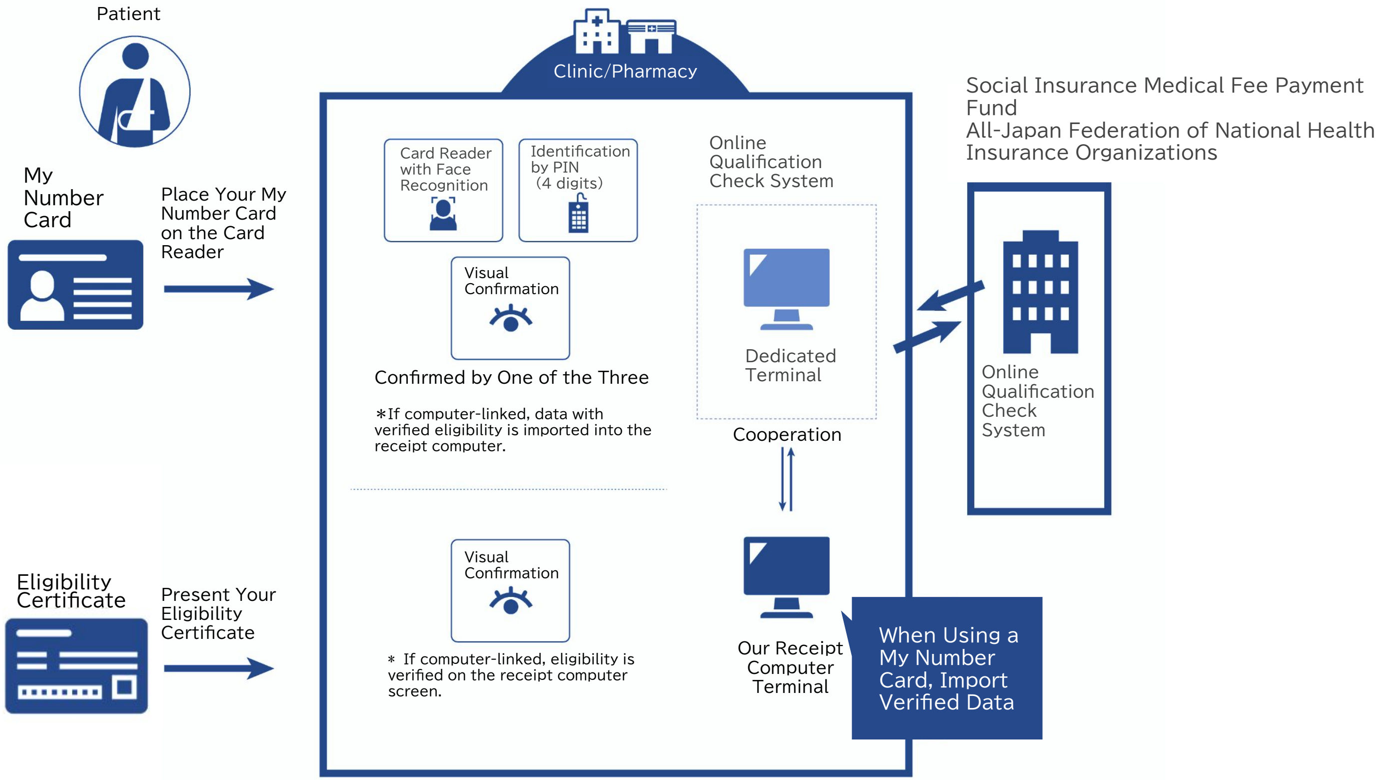
Common Master

- Common Master/Contents (Medication/Prescription Check/Meal Recipes)

Common Engine

- Counter Accounting/Receipt Billing (Medical Insurance, Nursing Insurance and Independent Local Aid for Medical Expenses)

How the Online Qualification Check System Works



How Electronic Prescription Function

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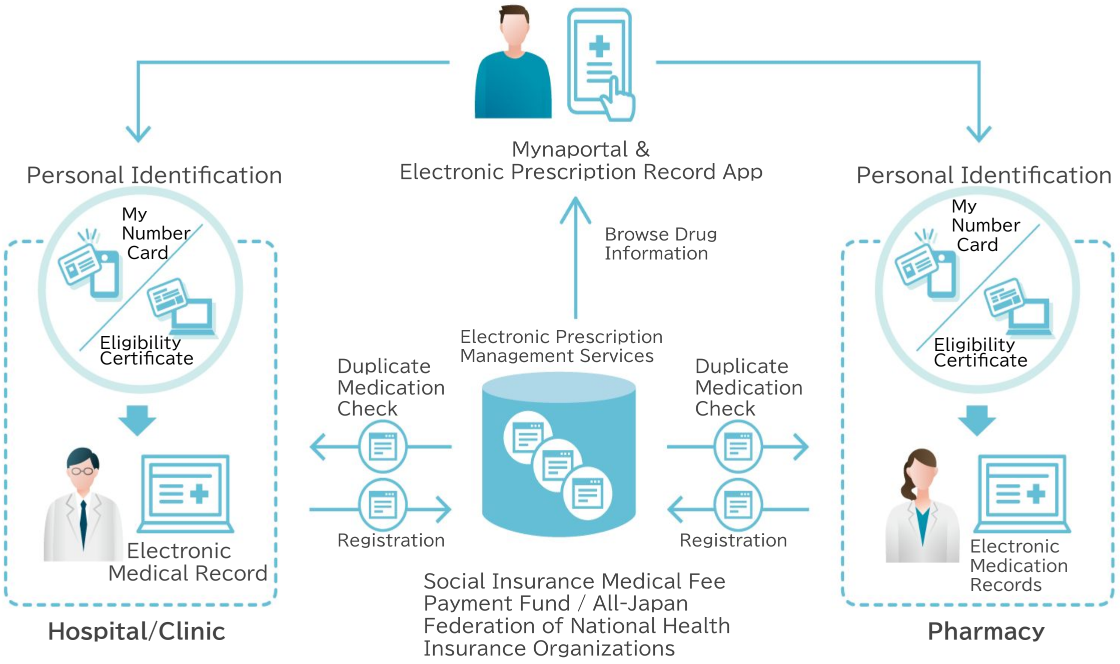
Electronic prescription are a system for managing prescriptions electronically.
It enables users to refer to the latest prescription and dispensing information at multiple medical institutions and pharmacies, and to check for duplicate medications.



Sustainability (Enhancement of Business Foundation)

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In order to visualize the mid-term management plan "Enhancement of Business Foundation" and achieve sustainable corporate growth, we will implement a review of the long-term goals through 2030, and will continue to integrate ESG issues into our management strategies, including human resource education and governance enhancements.

Important Issue	Major KPIs through 2030
1. Digital Solutions for the Future of Medical and Long-Term Care/Welfare	1. Provision of new solutions and services utilizing advanced technologies (number of cases) 2. Number of facilities linking medical information collaboration (EHR service) : 1,200 facilities (including medical institutions and insurance pharmacies) 3. Promotion of other industries and new partnerships and collaborations (number of alliances): 10 companies 4. Contributions to advanced academic research and administrative promotion in the medical field (number of cases)
2. Secure Information Foundation and Governance to Build Trust	1. No serious security incidents (continued) 2. Zero scandals and major violations of laws and regulations (continued) 3. Acquisition and maintenance of Information Security Management System (ISMS) certification 4. Implementation of BCP drills: Once a year (continued) 5. Compliance training e-learning completion rate: 100% per year 6. Continuous evaluation and improvement of the effectiveness of the quality control functions
3. Human and Earth Health That Support Sustainable Growth	Human Capital 1. Ratio of women in management positions: 30%, Male childcare leave acquisition rate: 30% 2. Equivalent to [A] in the employee engagement survey rating 3. Continuation of Excellent Corporation for Health & Productivity Management 4. Human resources investment to enhance employee transformation adaptability (annual training hours / personnel, expenses / personnel) Environmental Considerations 1. Greenhouse gas emissions (Scope 1+2): 25% reduction compared to 2020 2. Electronic ratio of major internal and external processes (electronic contracts, etc.): 80%

Further Promotion of Human Capital Management

Aim for further corporate growth and contributions to society by encouraging each and every employee to shine and improve the vitality of the organization as a whole.

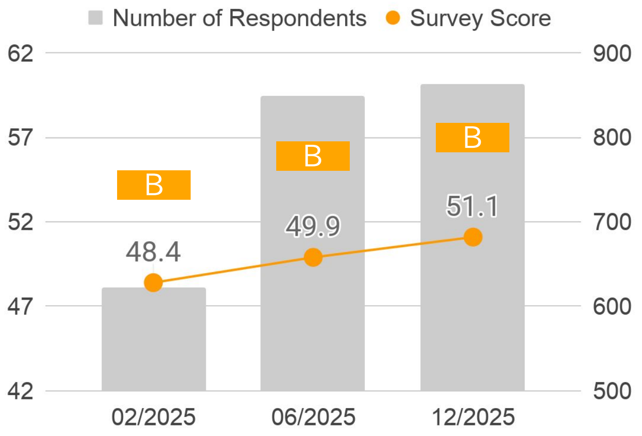
Enhancement of Employee Engagement

Regularly conduct employee engagement surveys to identify and resolve issues related to the organization’s direction and strategy promotion.

Improvement activities at each company, organization, and company level based on the results.

Activate and strengthen organizational culture.

Invest in health management and well-being.



External Evaluations

- FTSE JPX Blossom Japan Index: Selected for the first time
- FTSE JPX Blossom Japan Sector Relative Index: Continued selection
- Certified as a 3.5 star in the Smart Work Management category of the Nikkei Compr Sustainable Development

FTSE JPX Blossom Japan Index

FTSE Blossom Japan Sector Relative Index

NIKKEI Smart Work 2025

Social Contribution Activities - 1

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Contributing to social welfare through sports support, with the goal of becoming an indispensable company that ”enhances national health levels.”

Activity Information

- Support for the Tennis Academy Ai Love All Tennis Academy.
- Endorsement and patch contracts with professional tennis players.
- Organization of events for medical practitioners EM Tennis Clinic.

Our Affiliated Players

Taiyo Yamanaka Player

Sponsored Athletes

Risa Ozaki Player

Career-high WTA ranking: No. 70
Former Japan national team member

Haruka Kaji Player

Career-high WTA ranking: No. 213
All-Japan Championships singles champion

Social Contribution Activities - 2

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Research Support Activities

- **Donations to Medical AI/Digital Twin Development Course (Course Head: Specially-Appointed Assistant Professor Yoshimasa Kawazoe M.D., Ph.D.)**
  Endorsing the purpose of activities of the University of Tokyo’s Course on Artificial Intelligence in Healthcare, which aims to develop a foundation for new medical services based on AI and ICT, we started donating to the course from fiscal year 2017. From fiscal 2023, we plan to continue contributing to the research and development of this course in support of the establishment of the Medical AI/Digital Twin Development Course, which is an extension of this course.

- **Support for examination of next-generation electronic medical record base (Representative: Professor Kazuhiko Ohe, M.D., Ph.D. at the University of Tokyo)**
  Participation in the activities of *NeXEHRS*, established with the goal of constructing a next-generation electronic medical record sharing platform.

- **Participation in PHR Proliferation Activities (Representative: Professor Taku Iwami Ph.D. at Kyoto University)**
  Participation in the activities of the *PHR Promotion Council* (General Incorporated Association), which aims to promote the appropriate proliferation of Personal Health Records (PHR) and contribute to further improving health and safety, and support for the proliferation of a system enabling individuals to utilize data relating to medical care, long-term care, health, etc. at their own discretion.

Social Contribution Activities - 3

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Supporting Activities

- **Participation in the Cross-Ministerial Strategic Innovation Promotion Program (SIP) (Cabinet Office)**
  Participated in the specification development of core functions for "Cloud-Based Standard Electronic Medical Charts" as a cooperating institution in SIP Phase 3, "Building an Integrated Healthcare System," led by the Council for Science, Technology and Innovation of the Cabinet Office.

- **Contribution to the promotion of digital transformation in the medical field**
  We participated early on in building the foundation for medical digital transformation led by the Ministry of Health, Labor and Welfare, and contributed to its nationwide spread through model projects for Online Qualification Check and Electronic Prescription.
  Leveraging the knowledge gained through this project, we are currently working to create further medical information sharing systems, including Electronic Medical Chart Information Sharing Service.

Donation Activities

- **Commencement of Acceptance of Donations of EM Online Shop Points (Japanese Red Cross Society and WFP)**
  Addition of a donation option as a redemption item for points granted to customers based on their purchase amounts of supplies and consumables.
  The Company adds 10% to the total donation amount compiled from customer point redemptions.
- **Launched a donation program based on referrals from medical institutions (Peace Winds Japan and Musubie, the National Children's Cafeteria Support Center)**
  When a customer using our clinic system introduces us to a prospective new client (a clinic, pharmacy, or long-term care/welfare facility), we make a donation in recognition of the referral.

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The Company assumes no obligation to update or revise any information, whether as a result of new information, future events or otherwise.
As forecasts contained herein are based on assumptions of numerous uncertain factors,
Actual results may differ significantly from these forecasts for a number of reasons.

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